

## Operating Results

### Consolidated basis

	3/98	3/99	3/00	3/01	3/02	3/03	3/04	3/05	3/06	3/07	3/08
Net sales	310,441	291,863	320,127	328,854	298,766	328,496	402,195	448,043	626,457	756,453	940,537
Cost of sales	232,809	218,921	244,552	248,432	227,613	243,642	287,360	316,918	453,461	549,453	675,480
Gross profit	78,420	75,308	77,147	83,098	69,902	85,202	115,705	132,175	172,049	207,159	265,346
Selling, general and administrative expenses	63,717	63,624	71,091	73,206	73,197	68,803	82,847	92,055	114,872	128,807	156,888
Operating income (loss)	14,703	11,684	6,056	9,892	(3,295)	16,399	32,858	40,120	57,177	78,352	108,458
Ordinary income (loss)	5,553	5,950	4,016	4,947	(11,320)	9,880	26,002	33,609	45,783	70,010	100,564
Income (loss) before income taxes	5,553	5,950	4,016	(1,304)	(20,903)	6,486	21,211	31,862	46,795	70,081	100,564
Net income (loss)	1,545	1,889	1,530	(3,195)	(17,603)	3,883	12,490	17,325	24,223	36,502	55,985
Net income (loss) per share (¥)	10.75	13.14	10.64	(22.23)	(122.47)	25.90	72.62	91.05	124.37	187.43	271.00
Diluted net income per share (¥)	-	-	-	-	-	24.35	70.92	90.88	124.00	186.81	270.23
Number of consolidated subsidiaries	26	39	46	50	52	59	47	45	67	70	70
Number of affiliates	6	6	5	4	6	8	9	8	17	18	17

### Non-consolidated basis

	3/98	3/99	3/00	3/01	3/02	3/03	3/04	3/05	3/06	3/07	3/08
Net sales	264,299	239,482	225,146	224,617	198,913	202,174	252,988	287,357	333,451	413,404	479,922
Cost of sales	198,666	181,141	172,942	170,496	154,133	150,408	189,668	221,087	259,915	322,198	376,065
Gross profit	66,540	60,641	53,981	56,837	45,401	51,904	63,389	66,396	73,614	91,320	103,862
Selling, general and administrative expenses	53,964	51,676	49,678	46,343	43,903	39,077	45,505	52,375	56,715	62,524	69,891
Operating income	12,576	8,965	4,302	10,493	1,497	12,826	17,884	14,021	16,899	28,797	33,971
Ordinary income (loss)	5,612	5,321	3,104	6,726	(4,096)	13,103	19,153	18,017	21,746	36,938	44,258
Income (loss) before income taxes	5,230	4,832	3,104	2,713	(21,846)	2,583	11,410	14,850	21,923	38,468	43,384
Net income (loss)	2,330	1,132	1,784	1,165	(14,724)	3,544	5,554	10,001	15,826	26,673	30,942
Net income (loss) per share (¥)	16.21	7.88	12.41	8.10	(102.44)	23.71	32.37	52.56	81.25	136.96	149.78
Diluted net income per share (¥)	-	-	-	-	-	22.29	31.61	52.46	81.01	136.51	149.35

